

Message Text

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64

ORIGIN NEA-09

INFO OCT-01 ISO-00 SP-02 COME-00 EB-07 RSC-01 /020 R

DRAFTED BY NEA/IRN:BBMORTON:S

APPROVED BY NEA/IRN:CWNAAS

S/P:MR. RAPHEL (INFO)

COM:CAGNE:MS. HALDANE (INFO)

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P 222242Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

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E.O. 11652: N/A

TAGS: BEXP

SUBJECT: MINISTRY OF POWER CONTRACT

1. WE ARE INFORMED THAT US FIRM FOSTER WHEELER HAD BID ON MINISTRY OF POWER THERMAL POWER STATION CONTRACT. BIDS WERE PUBLICLY OPENED JANUARY 12 WITH FOSTER WHEELER AND A FRENCH FIRM LOWEST. ANALYSIS OF CONTRACTS BY MINISTRY'S CONSULTING ENGINEERS SHOWED THAT DIFFERENCES IN COST ESCALATION CLAUSE MADE FRENCH LOWEST BIDDER BY SMALL AMOUNT. FOSTER WHEELER REP IN TEHRAN BELIEVES THERE IS STILL CHANCE THAT FIRM CAN GET CONTRACT IF HEAD-TO-HEAD NEGOTIATIONS CAN BE ARRANGED AND ESCALATION CLAUSE ADJUSTED. FIRM HAS REQUESTED WE ASK EMBASSY TO PROVIDE APPROPRIATE ASSISTANCE AND WILL TELL TEHRAN REP TO CALL BREWIN.

2. WE DO NOT KNOW WHETHER FOSTER WHEELER IS ONLY AMERICAN BIDDER. WE RECOGNIZE DELICACY WITH WHICH EMBASSY MUST APPROACH ASSISTANCE TO FOSTER WHEELER IN VIEW LONG EFFORTS TO PERSUADE GOI TO USE PUBLIC BIDDING SYSTEM AND GET AWAY FROM TRADITIONAL AUCTION SYSTEM.

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3. APPRECIATE ANY FURTHER INFORMATION YOU CAN PROVIDE. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Copy: SINGLE
Draft Date: 22 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: BBMORTON:S
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Handling Restrictions: n/a
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ISecure: 1
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Original Previous Classification: n/a
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Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 06 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 AUG 2003 by izenbei0>; APPROVED <25 NOV 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
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05 JUL 2006

Review Media Identifier:
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
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Subject: MINISTRY OF POWER CONTRACT
TAGS: BEXP
To: TEHRAN
Type: TE
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